

LESLEY CHIOU

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EDUCATION

Ph.D. Economics, Massachusetts Institute of Technology, 2005.

B.A. in Mathematics and Economics with Highest Honors, University of California, Berkeley, 2000.

FIELDS

Industrial Organization and Applied Econometrics

POSITIONS

Laurence de Rycke Professor of Economics, Occidental College, 2022-

Visiting Scholar, University of Southern California, Marshall School of Business, 2024-

Professor, Occidental College, 2018-

Associate Professor, Occidental College, 2011-2018

Visiting Scholar, University of California, Los Angeles, Department of Economics, Spring 2013

Visiting Scholar, Boston University, Department of Economics, Fall 2012

Assistant Professor, Occidental College, 2005-2011

AWARDS, FELLOWSHIPS, AND GRANTS

2016-	Schwartz Scholar Summer Research Award, Occidental College
2014	Faculty Research Grant, Occidental College
2012	MacArthur International Grant, Occidental College
2011	National Bureau of Economic Research (NBER) Grant, Economics of Digitization
2011	Networks, Electronic Commerce, and Telecommunications (NET) Institute Grant
2009	Paul Geroski Best Paper Award, International Journal of Industrial Organization
2009	Faculty Research Grant, Occidental College
2006-2015	Robinson Scholar Summer Research Award, Occidental College
2004	George P. Shultz Fund Award, Massachusetts Institute of Technology
2000-2004	National Science Foundation Graduate Fellowship
2000	Steve M. Goldman Memorial Prize and Departmental Citation, Department of Economics, UC Berkeley
2000	Percy Lionel Davis Award for Excellence in Scholarship, Department of Mathematics, UC Berkeley

PUBLISHED AND FORTHCOMING PAPERS

- “How Do Restrictions on Advertising Affect Consumer Search?” with Catherine Tucker, *Management Science*, Vol. 68, pp. 866-882, 2021.
- “Search Engines and Data Retention: Implications for Privacy and Antitrust” with Catherine Tucker, *Competition Policy International*, Chapter in *The Evolution of Antitrust in the Digital Era: Essays on Competition Policy*, Vol. 2, 2021.
- “Internet Use, Competition, and Geographical Rescoping in Yellow Pages Advertising” with E. Nilay Kafali and Marc Rysman, *Information Economics and Policy*, Vol. 52, 2020.
- “Trust, Reputation, and Bidding Behavior in Online Mystery Auctions” with Jennifer Pate, *Applied Economics Letters*, Vol. 25, pp. 702-706, 2018.
- “Vertical Integration and Antitrust in Search Markets,” *Journal of Law, Economics, and Organization*, Vol. 33, pp. 653-685, 2017.
- “Content Aggregation by Platforms: The Case of the News Media” with Catherine Tucker, *Journal of Economics and Management Strategy*, Vol. 26, pp. 782-805, 2017. (Earlier versions of this paper was circulated under the titles “Copyright, Digitization, and Aggregation” and “News and Online Aggregators.”)
- “Consumer Response to Tax Changes” with Erich Muehlegger, *National Tax Journal*, Vol. 67, pp. 621-650, 2014.
- “Paywalls and the Demand for Online News” with Catherine Tucker, *Information Economics and Policy*, Vol. 25, pp. 61-69, 2013.
- “How Does the Use of Trademarks by Third-Party Sellers Affect Online Search?” with Catherine Tucker, *Marketing Science*, Vol. 31, pp. 819-837, 2012.
- “The Effect of Ticket Resale Laws on Consumption and Production in Performing Arts Markets” with Melissa Boyle, *Eastern Economic Journal*, Vol. 38, pp. 210-222, 2012.
- “The Reality of Reality Television: Does Reality TV Influence Local Crime Rates?” with Mary Lopez, *Economics Letters*, Vol. 108, pp. 330-333, 2010.
- “Internet Auctions and Frictionless Commerce: Evidence from the Retail Gift Card Market” with Jennifer Pate, *Review of Industrial Organization*, Vol. 36, pp. 295-304, 2010.
- “Empirical Analysis of Competition between Wal-Mart and Other Retail Channels,” *Journal of Economics and Management Strategy*, Vol. 18, pp. 285-322, 2009. (Lead article)
- “Broadway Productions and the Value of a Tony Award” with Melissa Boyle, *Journal of Cultural Economics*, Vol. 33, pp. 49-68, 2009.
- “Crossing the Line: Direct Estimation of Cross-Border Cigarette Sales and the Effect on Tax Revenue” with Erich Muehlegger, *The B.E. Journal of Economic Analysis and Policy (Contributions)*, Vol. 8, Article 48, 2008.

- “The Timing of Movie Releases: Evidence from the Home Video Industry,” *International Journal of Industrial Organization*, Vol. 26, pp. 1059-1073, 2008. (Winner of journal’s Paul Geroski Best Paper Award)
 - “Identification and Estimation of Mixed Logit Models under Simulation Methods” with Joan L. Walker, *Journal of Econometrics*, Vol. 141, pp. 683-703, 2007.
 - Reprinted in *Choice Modeling: Foundational Contributions*, edited by D.A. Hensher and J.M. Rose, 2011.
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PAPERS UNDER REVIEW

- “Social Distancing, Internet Access, and Inequality” with Catherine Tucker, *NBER Working Paper No.* 26982.
 - “Fake News and Advertising on Social Media: A Study of the Anti-Vaccination Movement” with Catherine Tucker, *NBER Working Paper No.* 25223.
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WORKS IN PROGRESS

- “Algorithms and Online News” with Catherine Tucker
 - “Friend or Foe? Social Media and the Sharing of News” with Nico Neumann and Catherine Tucker
 - “Entry and Liberalization of the Airline Industry” with Yang Li and Marc Rysman
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OTHER WRITING

- “Comment on the January 2022 DOJ and FTC RFI on Merger Enforcement: Issues Related to Digital Markets” with Nathaniel Hipsman, Jeffrey Prince, and Sachin Sancheti, 2022.
 - “Free Can Make Cents” with Avigail Kifer, American Bar Association: Pricing Conduct Committee Newsletter of Antitrust Law, 2022. (Winner of Concurrences Review’s 2022 Antitrust Writing Awards for Digital Business Articles.)
 - “Introductory Microeconomics and One Big Firm” with Santhi Hejeebu
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PROFESSIONAL ACTIVITIES

Invited Seminars and Presentations (since 2010)

1. 2022, Federal Communications Commission (FCC), Economics Seminar
2. 2021, University of Maryland, Department of Economics
3. 2021, American Bar Association, Panel on Tech Platforms
4. 2020, International Competition Network (ICN) Annual Conference, invited by Federal Trade Commission (FTC) and Department of Justice Antitrust Division
5. 2018, Federal Trade Commission (FTC), Public Hearing on Competition and Consumer Protection in the 21st Century

6. 2018, Federal Communications Commission (FCC), Economics Seminar
7. 2016, International Industrial Organization Conference
8. 2016 University of California, Davis, Department of Economics
9. 2016 Seventh Annual Searle Conference on Internet Search and Innovation, Northwestern School of Law (discussant)
10. 2016 National Bureau of Economics Research (NBER) Digitization Meeting
11. 2013, University of California, Los Angeles, Department of Economics
12. 2013 Loyola Marymount University, Department of Economics
13. 2012, National Bureau of Economics Research (NBER) Digitization Meeting
14. 2012, International Industrial Organization Conference
15. 2012, NET Institute Conference on Network Economics
16. 2012, European Association for Research in Industrial Economics (EARIE) Annual Conference
17. 2012, Brandeis University, Department of Economics
18. 2012, Wellesley College, Department of Economics
19. 2012, Boston University, Department of Economics
20. 2011, International Industrial Organization Conference
21. 2011, Claremont McKenna College, Department of Economics
22. 2011, Drexel University, LeBow College of Business
23. 2011, Western Economic Association International Conference
24. 2011, Southern Economic Association Annual Meeting
25. 2011, Sixth bi-annual Conference on The Economics of Intellectual Property, Software, and the Internet (co-author presented), Toulouse School of Economics, France
26. 2010: RAND Labor and Population Brown Bag Seminar; University of California, Los Angeles, Marketing and Economics Interdisciplinary Group; International Industrial Organization Conference; Media Economics and Public Policy Workshop, Hunter College; Pomona College, Department of Economics

Reviewer

American Economic Journal: Microeconomics, The B.E. Journal of Economic Analysis and Policy, Contemporary Economic Policy, Economic Inquiry, International Journal of Industrial Organization, Information Economics and Policy, Journal of Applied Econometrics, Journal of Economics and Management Strategy, Journal of Industrial Economics, Journal of Policy Analysis and Management, Journal of Political Economy, Journal of Public Economics, Management Science, National Science Foundation, National Tax Journal, Public Finance Review, RAND Journal of Economics, Review of Economics and Statistics

TEACHING

Course Evaluations

- Principles of Economics
Spring 2019, Section 1, Course Average 6.7 (scale of 1 to 7)
- Intermediate Microeconomic Theory

Fall 2009, Section 1, Course Average 6.4 (scale of 1 to 7)

Fall 2009, Section 2, Course Average 6.7 (scale of 1 to 7)

- Econometrics

Spring 2014, Section 1, Course Average 6.6 (scale of 1 to 7)

Spring 2014, Section 2, Course Average 6.9 (scale of 1 to 7)

- Industrial Organization

Spring 2015, Course Average 6.8 (scale of 1 to 7)

- Senior Seminar

Fall 2019, Section 1, Course Average 6.7 (scale of 1 to 7)

Fall 2019, Section 2, Course Average 6.9 (scale of 1 to 7)

Note: College no longer uses numerical evaluations.

Courses Taught

- Occidental College: Principles of Economics, Intermediate Microeconomic Theory, Econometrics, Industrial Organization, Senior Seminar, Honors Thesis Seminar
- Massachusetts Institute of Technology: Principles of Microeconomics

Last updated: September 15, 2025